

# **Missouri Onsite Wastewater Professionals Continuing Education Units (CEUs)**

## **2015 Water and Wastewater Equipment Treatment and Transport Show (WWETT)**

February 23 – 26, 2015

Indianapolis, Indiana

After reviewing the breakout sessions for your conference, Missouri Department of Health and Senior Services, Onsite Wastewater Treatment Program will allow CEU credit for the following breakout sessions. Please note, registration specific (select) units are credited by session for certain professionals.

<i>Date and Breakout Session Title</i>		Total CEUs Accepted	Including Select Units for:				
			Installers Basic	Adv.	Insp/Eval	OSE	Perc Testers
<b>Monday, February 23</b>							
8:00 am – 9:00 am	Pre-Trip Inspection	1.0					
	Ladies & Gentleman: Create Your Personal Brand & Strategic Network for Success in 5 easy Steps	1.0					
	Mastering the Busy Season	1.0					
	Grow or Go! Why Most Companies Fail to Grow Effectively & What You Can Do to Keep Your Company From Failing	1.0					
	Lobbying	1.0					
9:30 am – 10:30 am	Hours of Service (HOS) Overview	1.0					
	Effective Website Design & Engaging Customers in the Digital Age	1.0					
	Been There, Done That, Got the T-Shirt (Small Business From a Hands-on Perspective)	1.0					
	Rules & Regulations with New Technologies & Working with Regulators	1.0		1.0			
	A Great Customer Experience	1.0					

<i>Date and Breakout Session Title</i>		Total CEUs Accepted	Including Select Hours for				
			Installers Basic	Adv.	Insp/Eval	OSE	Perc Testers
	Target Marketing: How to Effectively and Efficiently Grow Your Sales	1.0					
	Field Inspections – Part One	1.0		1.0	1.0		
11:00 – 12:00 pm	Roadside Inspections	1.0					
	Tapping into the Power of Social Media and Content Marketing	1.0					
	Employee Retention & Recruitment	1.0					
	Effective Branding and How it Can Help Your Business	1.0					
	Field Inspections – Part Two	1.0		1.0	1.0		
1:30 pm – 2:30 pm	Environmental Impact Study: Effects of Water Softener on Septic Tank performance	1.0		1.0			
	A Trucker's Guide to Washington Speak	1.0					
	Protecting Private Enterprise	1.0					
	OSHA Regulations and Smart Business	1.0					
	Sizing Guidelines for New or Replacement Sewage Pumps	1.0	1.0	1.0			
	Business Basics 101	1.0					
	Septic Tank Safety – Lethal Lids	1.0	1.0		1.0		
3:00 pm – 4:00 pm	A Study of Microbiological Induced Corrosion	1.0	1.0	1.0	1.0		
	Sales & Marketing with New Technologies	1.0					

<i>Date and Breakout Session Title</i>		Total CEUs Accepted	Including Select Hours for				
			Installers Basic	Adv.	Insp/Eval	OSE	Perc Testers
	Build the Business You REALLY Want	1.0					
	Time Dosing	1.0		1.0		1.0	
4:30 pm – 5:30 pm	Specifying Pumps: Why do Pumps Fail?	1.0	1.0	1.0			
	Women in Wastewater Roundtable Discussion	1.0					
<b>Tuesday, February 25</b>							
8:00 am – 9:00 am	Soils, Design, O&M: What Every installer Should Know	1.0	1.0	1.0		1.0	
	New trends & Technology in Equipment for Excavation	1.0					
	How to position Your Company in the Market Today	1.0					
	How to Manage Septic Systems using Remote Monitoring	1.0		1.0	1.0		
	True Crime Scene Stories: How to Inspect & Troubleshoot Suspect Onsite Systems	1.0			1.0		
9:30am – 10:30 am	Best Installation Practices for Trouble-Free Pump Control	1.0	1.0	1.0	1.0		
	Six Proven Tactics to Generate leads and Turn Them Into Revenue	1.0					
	GPS Tracking: Hype vs Reality	1.0					
11:00 am- 12:00 pm	Introduction to Effluent Filters	1.0	1.0	1.0	1.0		
	Growth by Acquisition or Exiting Gracefully: Buying or selling a Septic or Sewer Business	1.0					
	Dewatering Options for Roll-Off Containers	1.0		1.0			

<i>Date and Breakout Session Title</i>		Total CEUs Accepted	Including Select Hours for				
			Installers Basic	Adv.	Insp/Eval	OSE	Perc Testers
<b>Wednesday, February 25</b>							
8:00am-5:00pm	<b>COLE Publishing's Advanced Installer Course</b>	<b>6.0</b>	6.0	6.0	6.0	2.0	1.0
8:00 am – 9:00 am	Team Building for Profit	<b>1.0</b>					
9:30 am – 10:30 am	Ten Commonsense Ways to Grow & Improve Your Business	<b>1.0</b>					
11:00 am – 12:00 pm	Analyzing Common Onsite Septic System Malfunctions & the Options for Prevention and Correction	<b>1.0</b>	1.0	1.0		1.0	
	Setting Expectations – The Key to Sales & Customer Satisfaction	<b>1.0</b>					
<b>2014 Totals Most Possible CEUs</b>		<b>15.0</b>	<b>12.0</b>	<b>14.0</b>	<b>13.0</b>	<b>4.0</b>	<b>1.0</b>